

### TABLE OF CONTENTS

#### By Alan Bullock, Senior Contributing Analyst, Parks Associates

Synopsis	Adoption of Ad-based OTT Video Services			
This report explores factors driving the growth of ad-based online video, profiles and compares market	Households Using Ad-Based OTT Video Services			
leaders, and assesses consumer preferences in watching ad-based content. It quantifies the number of households using ad-based online video services and	20% -			
includes a five-year forecast of viewer	0%			
growth.	Q1/2019	Q1/2020	Q1/2021	Q1/2022
				© Parks Associates
Publish Date: 4Q 22	"Ad-supported OTT has converged on two programming models: linear, also known as FAST (Free Ad-Supported Television), and on-demand, also known as AVOD (Ad-supported Video On Demand). Ad-based services are benefiting from the current uncertain economic climate. Consumers are evaluating discretionary spending, and switching from legacy pay-TV or subscription-based streaming services is a means of cutting costs," said Alan Bullock, Senior Contributing Analyst, Parks Associates.			
Key Questions				
	What is the state of the ad-supported video streaming market?			
	What is the difference between FAST and AVOD, and which OTT services are using each model?			
	What factors are contributing to the growth of ad-supported streaming services?			
	Which ad-supported streaming video services are most popular?			
	How will new subscr	iption tiers from Disney+, N	Netflix, and others affe	ect the market?

Contents	
	Bottom Line
Overview of Ad-Based Streaming	
Growth of Streaming Services	Growth of Streaming Services
	Defining the Market: FAST, Linear, AVOD, Hybrid
US Consumers' Use of Ad-Supported Streaming Services	
	Ad Sales / Revenues
	Content Acquisition



# Ad-Based OTT: Growth in FAST and AVOD Services

## TABLE OF CONTENTS

Ad-Based Streaming Trends New Advertising Models Built-in Content for Hardware Platforms Bundling and Consolidation OTT Service Stacking and Spending Consumers Diversify Away from The Big Three Social Media Content Integration Co-Viewing Outlet for Niche Content
<b>Competitive Landscape</b> Ad-Supported OTT Service Leaders Ad-Supported Service Profiles Summary by Business Model Detailed Profiles
Ad-Supported Service Highlights Amazon Freevee Crackle Plus Paramount+ Peacock Pluto TV Roku VIZIO XUMO
Technology Provider Profiles
Market Size and Forecast
Implications and Recommendations
Appendix Glossary Parks Associates Entertainment Video Ecosystem Companies Briefed or Researched for this Report List of Figures

#### Citations

#### Attribution

Figures	
	Linear Channel Guide from The Roku Channel
	On-Demand Selections from The Roku Channel
Households Using Ad-Based OTT Video Services (2019–2022) Top Ten Ad-Based OTT Video Services	
Drivers of Ad-Based OTT Service Usage AVOD Users' Attitudes towards Advertising Integration	
	Average Number of OTT Service Subscriptions (2016–2022)



# Ad-Based OTT: Growth in FAST and AVOD Services

## TABLE OF CONTENTS

Average Household Spending for OTT Streaming Services by Number of Subscriptions
OTT Service Subscriptions: Big Three vs. Non-Big Three (2017–2022)
Likelihood of Using Co-Viewing Feature from Favorite Video Service
Estimated Monthly Viewers, Leading Ad-Supported OTT Services (2017–2022)
Roku Platform vs. Player Revenue and Gross Profit/Loss (2017–2022)
Walmart Shopping on Roku
Ad-Based OTT Services Forecast (2022-2027)
Entertainment Video Services Ecosystem

List of Companies			
	Crackle Plus	Samsung	
	Fade Technology Solutions	ThinkAnalytics	
	Irdeto	TiVo+ (Xperi)	
	Plex	VIZIO	
	Roku	XUMO	

Published by Parks Associates	
© October 2022 Parks Associates	
Addison, Texas 75001	
All rights reserved. No part of this book may be reproduced, in any form or by any means,	
without permission in writing from the publisher.	
Printed in the United States of America.	
Disclaimer	
Parks Associates has made every reasonable effort to ensure that all information in this	
report is correct. We assume no responsibility for any inadvertent errors.	